

1/11

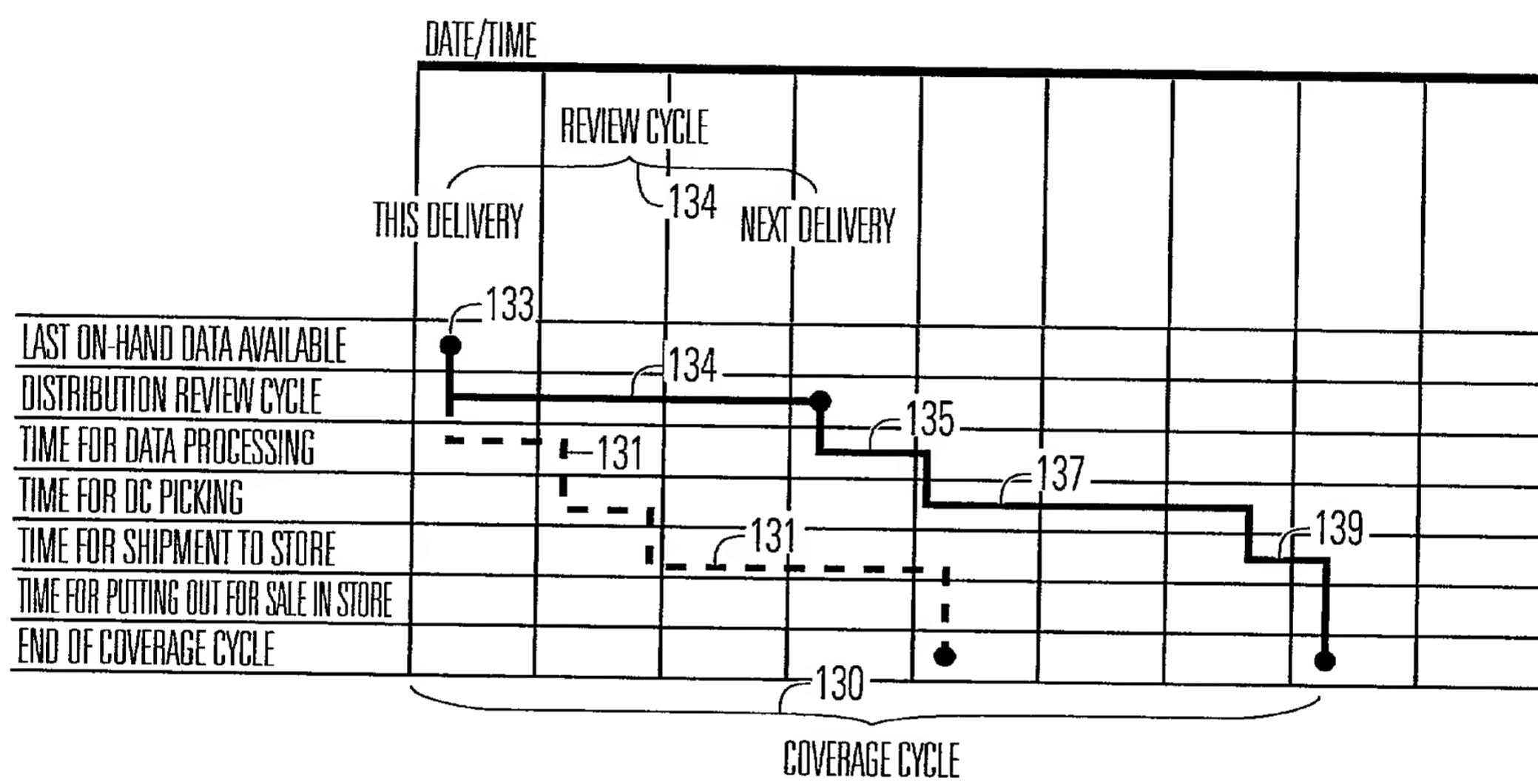


FIG. 1

2/11

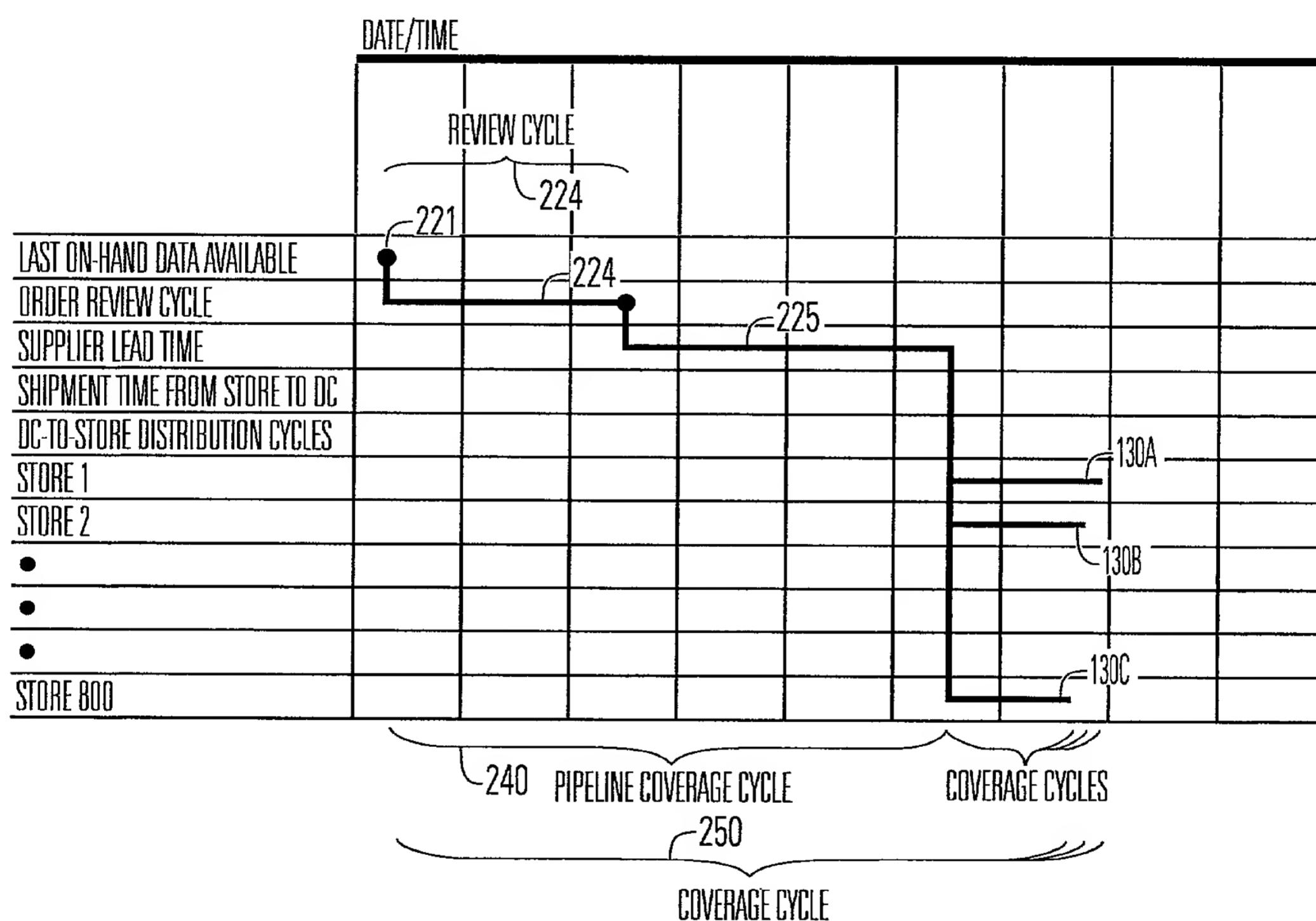


FIG. 2

3/11

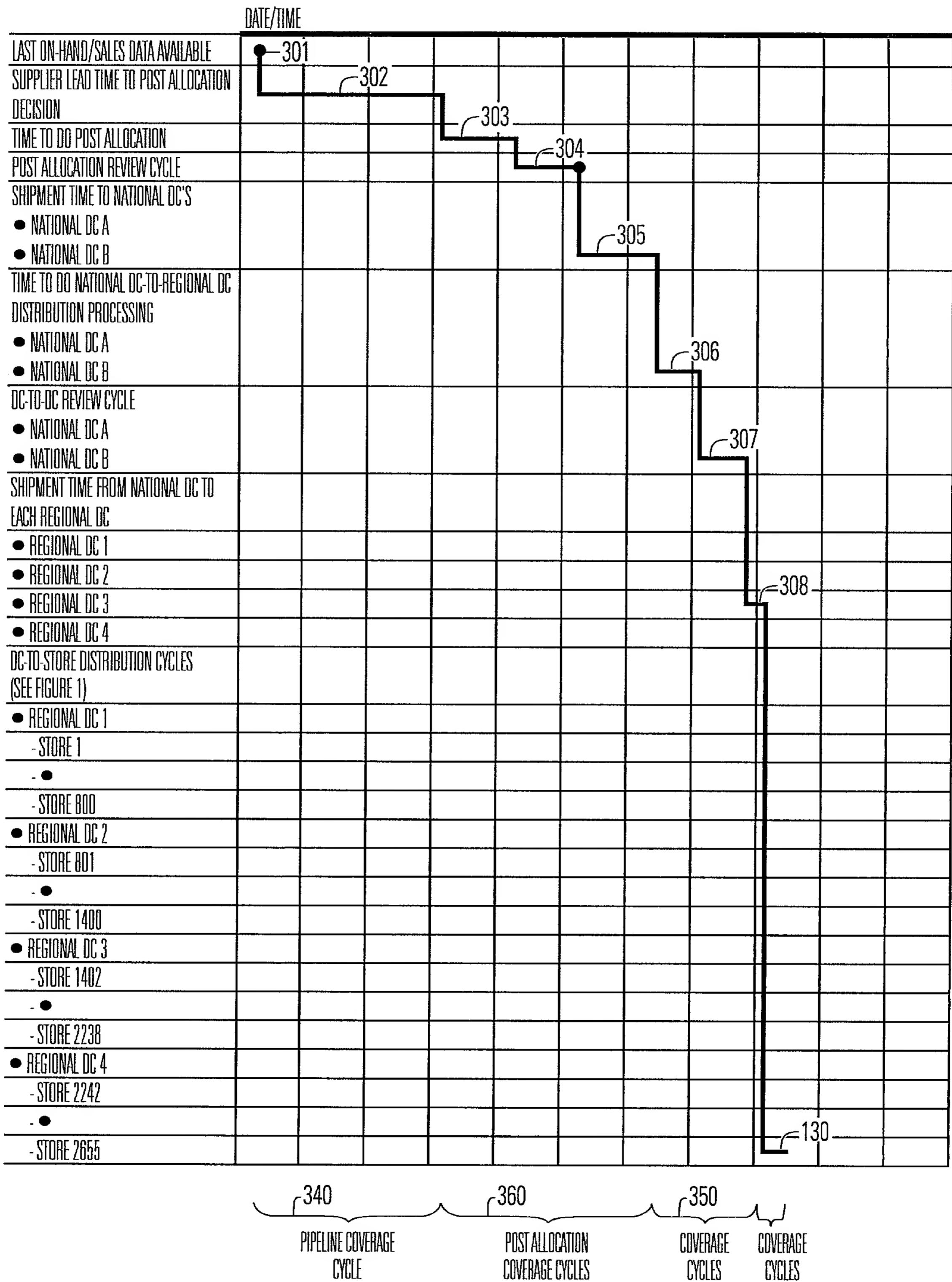


FIG. 3

4/11

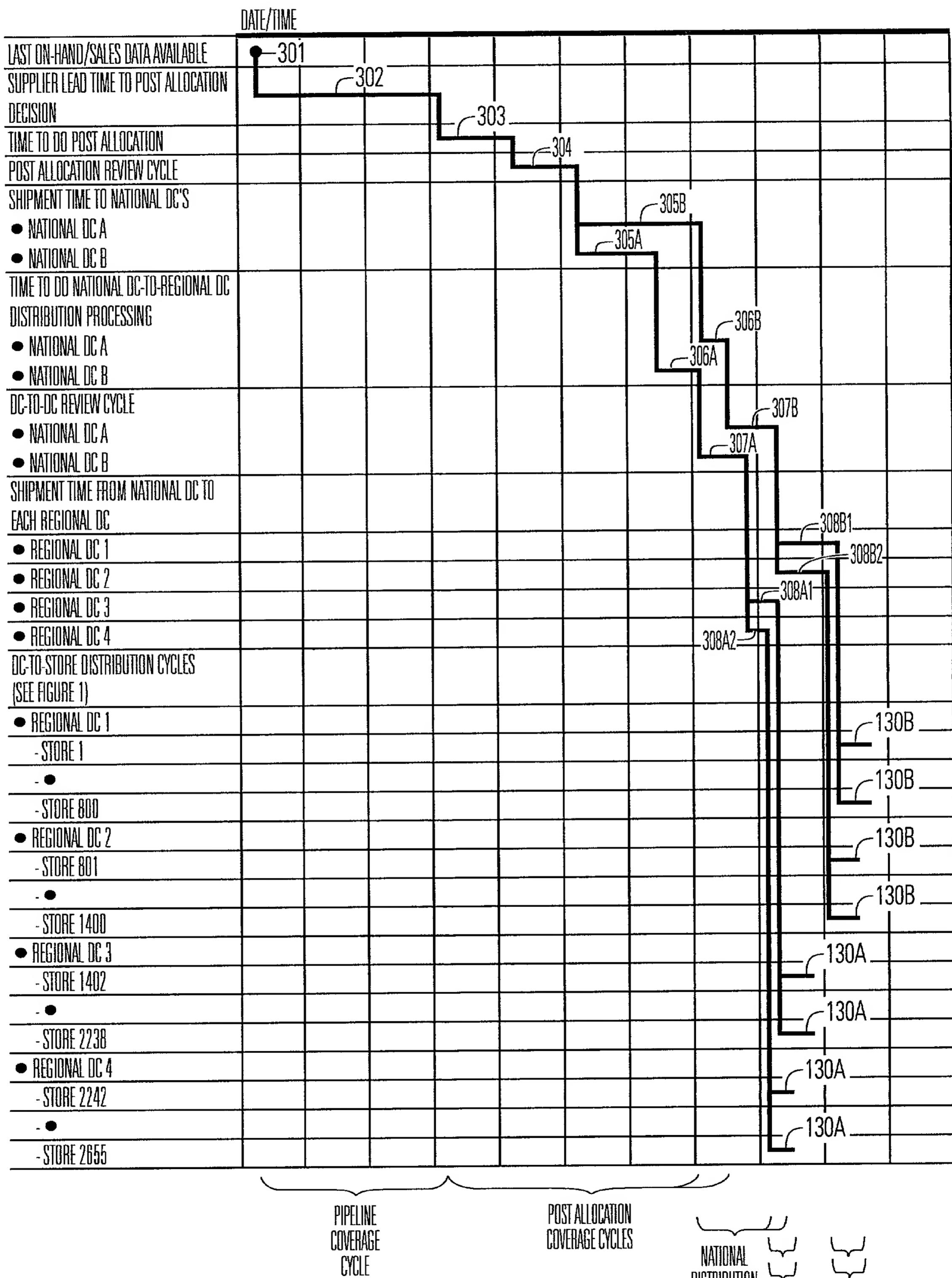


FIG. 4

5/11

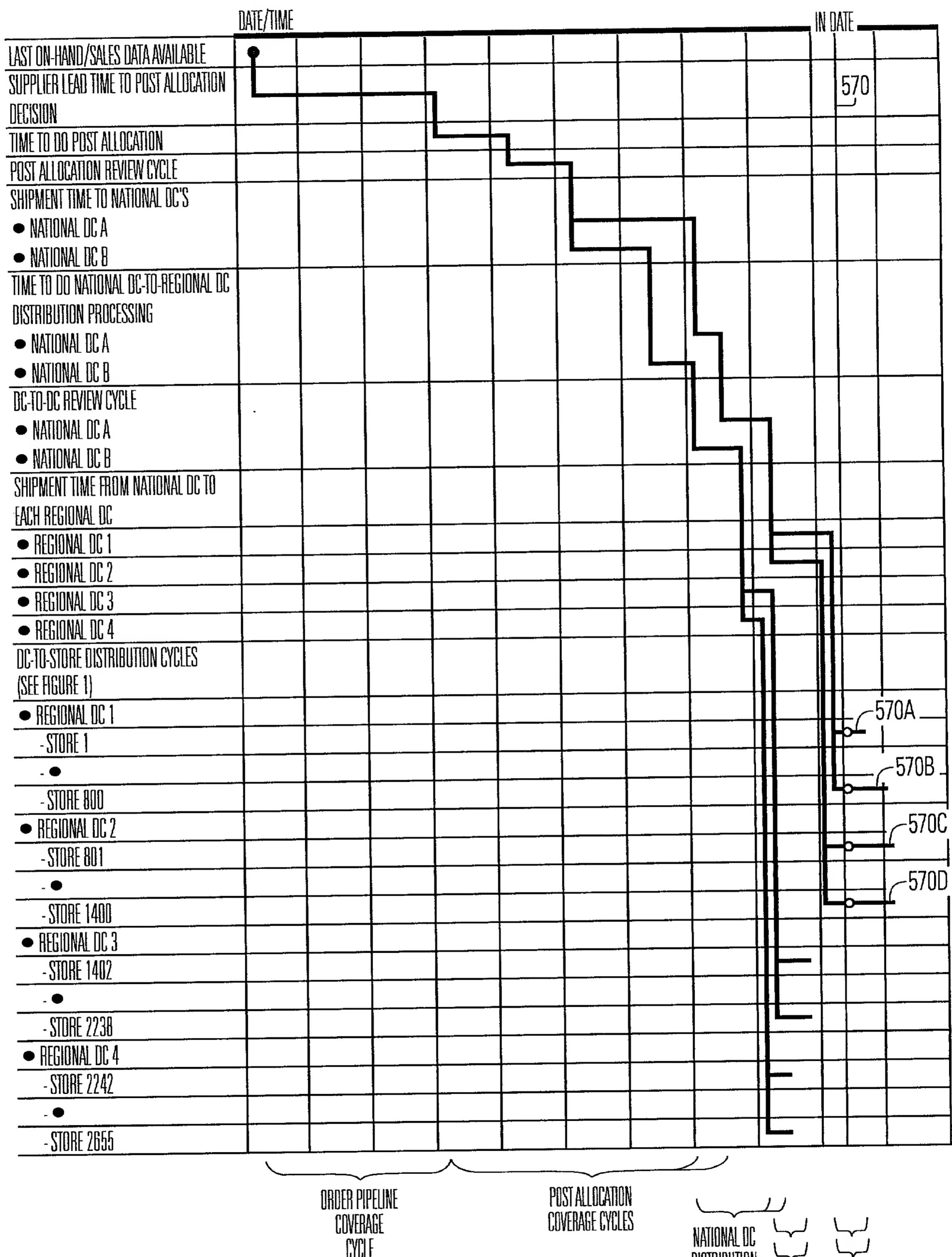


FIG. 5

6/11

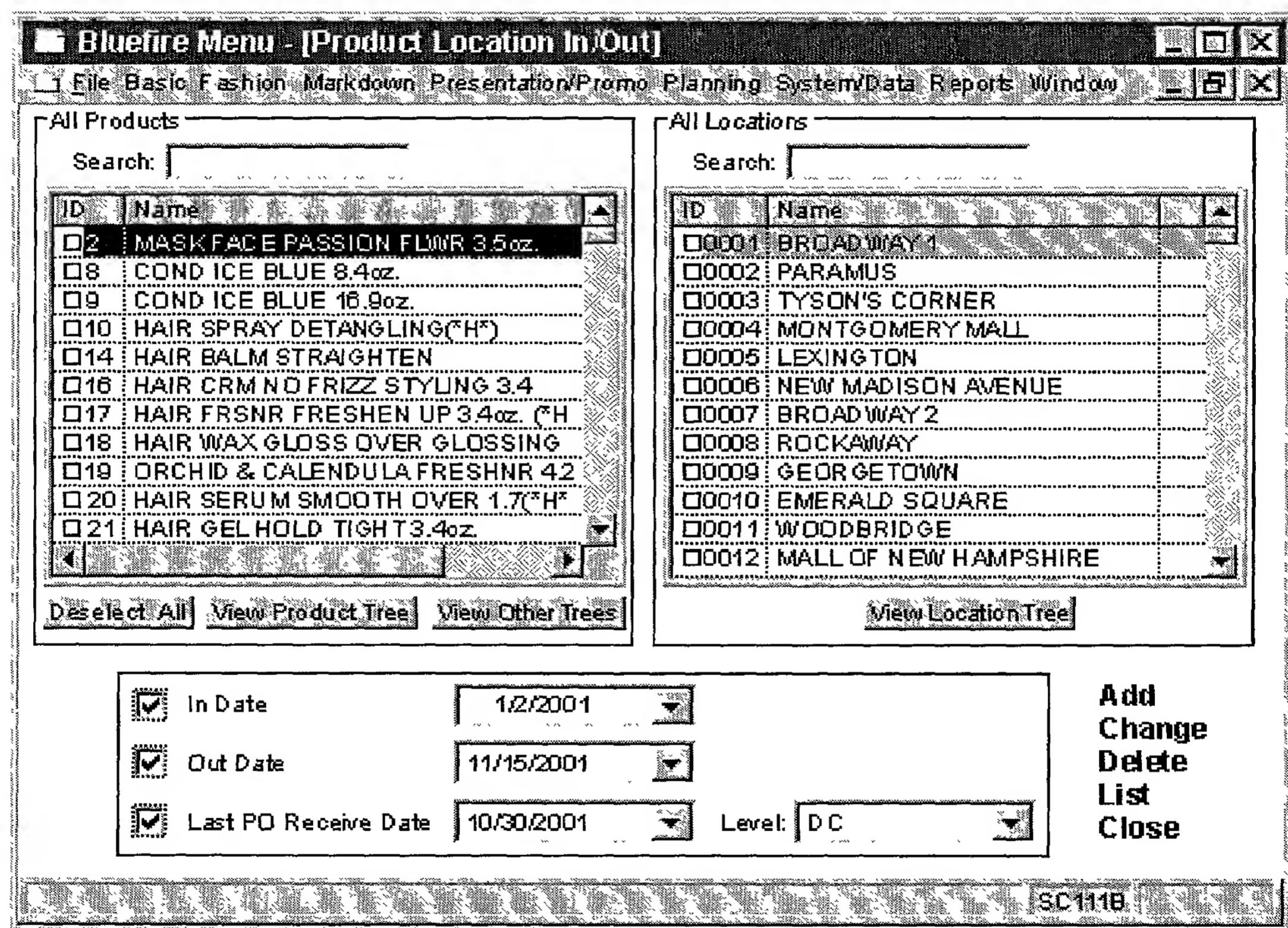


FIG. 6

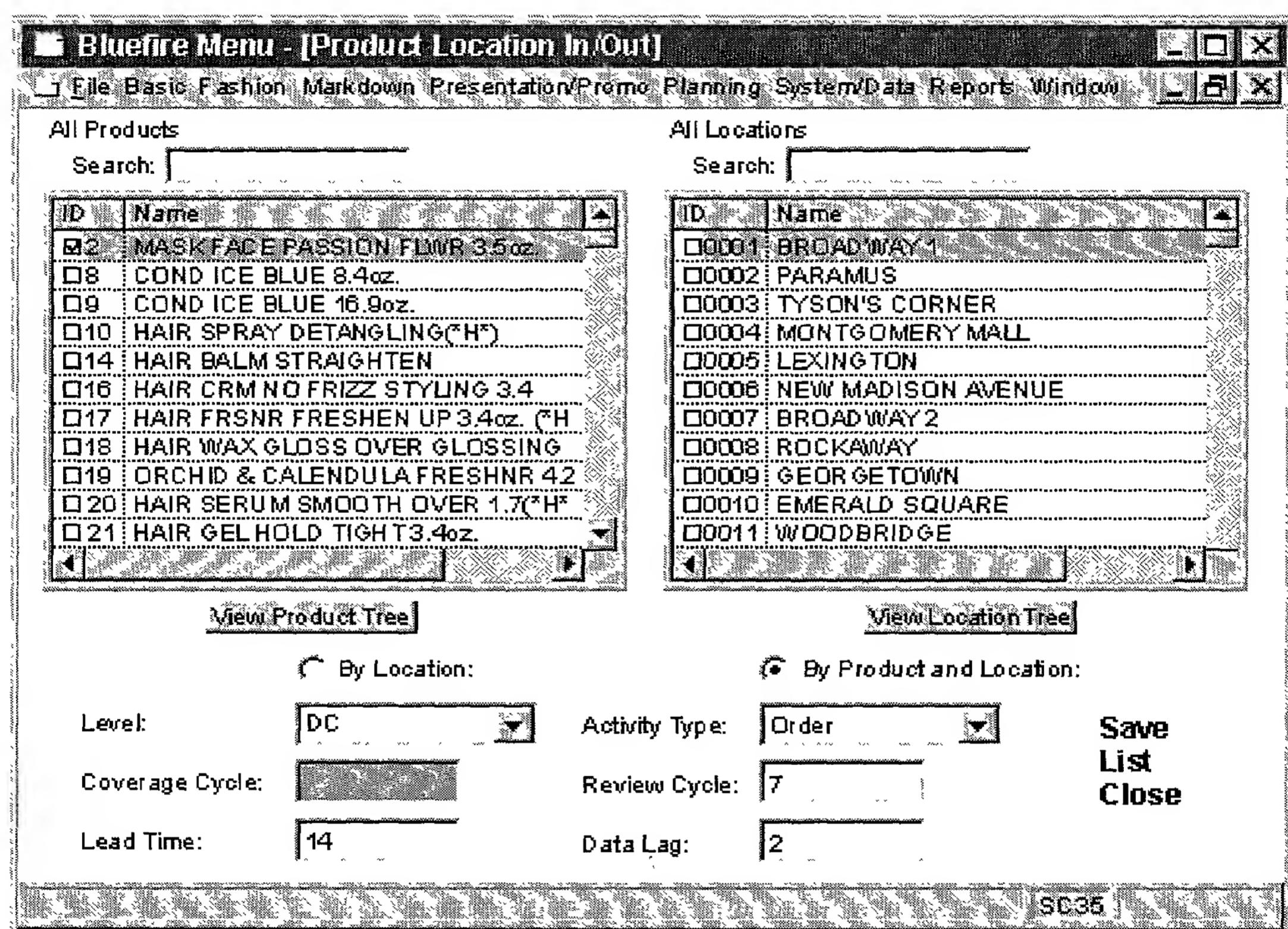


FIG. 7

8/11

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
	DAY	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)		5	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INTRASIT (END OF DAY)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)													XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25	
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16	

FIG. 8

9/11

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																		
		DAY																		
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++	
INTRASIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)													XX							
FORECAST SALES (100% INSTOCK)	1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	25.0		
FORECAST SALES (STOCKOUT CORRECTED)	1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	16.0		
FORECAST SALES (WITH BACKORDER CONVERSION)	1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	19.0		
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)	1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	19.0		

FIG. 9

10/11

ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES

COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
STORE 1																			
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	
INTRASIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)															XX				
FORECAST SALES (100% INSTOCK)	1	1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)	1	1	1	1	1	1	0	0	0	0	3	3	1	1	1	1	1	1	16
STORE 2																			
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20	
INTRASIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)															XX				
FORECAST SALES (100% INSTOCK)	1	1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)	1	1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
TOTAL																			
ON HAND (END OF DAY)	50																		

FIG. 10

11/11

